

## COUNTY EXECUTIVE'S 2008 BUDGET

DEPT: VISIT MILWAUKEE

UNIT NO. 1912  
FUND: General - 0001

### OPERATING AUTHORITY & PURPOSE

Pursuant to the provisions of Section 59.56(10) of the Wisconsin Statutes, the County Board may appropriate funds to advertise the advantages, attractions and resources of the County and to

conserve, develop and improve the same. Any county may cooperate with any private agency or group in this work.

BUDGET SUMMARY			
	2006 Actual	2007 Budget	2008 Budget
VISIT Milwaukee	\$ 25,000	\$ 25,000	\$ 25,000

### DESCRIPTION

This appropriation represents Milwaukee County's share of support of VISIT Milwaukee. A major function of the organization is the promotion of the County as a major tourist and convention destination.

VISIT Milwaukee assists the County in marketing its facilities and attractions. All County tourism-related institutions are represented by VISIT Milwaukee. Individual fees customarily charged to similar institutions are waived by the County's umbrella investment in VISIT Milwaukee.

VISIT Milwaukee is a non-profit, 501(c)6 equal opportunity organization. It is governed by a 40-member board of directors on which Milwaukee County maintains two seats plus one on the Executive Committee.

VISIT Milwaukee services include:

- All County facilities and attractions receive full VISIT Milwaukee membership and benefits.
- A listing of all County facilities and attractions in 350,000 Official Visitor Guides, 10,000 Destination Guides, 25,000 Multicultural Visitor Guides and Milwaukee Gay & Lesbian Travel Guides.
- A listing of all County sponsored events in the bi-monthly Calendar of Events - 420,000 produced and distributed annually.
- Participation in all VISIT Milwaukee sponsored events, e.g., membership exchanges, education seminars, National Tourism Week events and the new Visitor Services Award Program.

- Travel writer support and sponsored programs.
- Two full-time representatives in Washington, D.C. actively selling Milwaukee County to association executives and one representative developing and selling the multicultural market.
- The development of targeted direct mail programs to reach and sell these markets on Milwaukee County.
- Production and placement of press releases, feature articles and stories in local, regional and national media to increase exposure of, and interest in, Milwaukee County.
- Operation of a Visitor Information Center and a Call Center providing the traveling public with information on Milwaukee County.
- A web site listing general community information as well as membership information, including County history and Milwaukee County facts and attractions.

### MISSION

To lead the effort to market greater Milwaukee as a premier destination for conventions, trade shows, and leisure travel through the development of internal organizational excellence and external strategic partners, thereby creating positive economic impact, and to help each Milwaukee guest experience our brand promise.

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### OBJECTIVES

- **INCREASE ECONOMIC IMPACT:** Economic impact totals \$2.6 billion in direct expenditures from increased convention business and leisure travelers, and these results are promoted to all stakeholders, government leaders and community influencers.
- **ENHANCE DESTINATION IMAGE/ PERCEPTION:** VISIT Milwaukee's customers rank Milwaukee's image more positively and understand our city's unique competitive advantage. Milwaukee embodies the Brand

Promise and there is community awareness of and buy-in to our economic impact and mission.

- **INCREASE BUDGET:** VISIT Milwaukee's operating budget grows to \$8 million.
- **DEVELOP PRODUCT:** VISIT Milwaukee is a leader in the further development of Milwaukee's destination product.

### BUDGET HIGHLIGHTS

- The 2008 contribution to VISIT Milwaukee remains at the 2007 level of \$25,000.